

7C B



U.S. DEPARTMENT OF COMMERCE  
Under Secretary for International Trade

10/6/82

To: Messrs. Bailey, Buckley, Dam, Ernst,  
Ikle, Leland, McCormack,  
McFarlane, Rowen and Schneider

From: Lionel H. Olmer

FYI

ON FILE COMMERCE  
RELEASE INSTRUCTIONS  
APPLY

MEMORANDUM OF MEETING

Participants:

COMMERCE

Lionel Olmer, Under Secretary for International Trade  
Roman Sloniewsky, Office of the General Counsel  
Bernie Kritzer, Special Assistant to the Under Secretary,  
Recording Officer

BUSINESS

Messrs. [ ] and [ ] met with the Under Secretary on September 28 to convey their companies' concerns regarding the trade impact of U.S. sanctions on Mannesmann's commercial transactions with U.S. firms.

STAT

[ ] informed the Under Secretary that as result of the recent U.S. sanctions, free world clients of Analgenbau requested that in drafting specifications for two new projects it substitute foreign for U.S. supplied equipment or products made from U.S. technology. He promised to substantiate these claims with information regarding two projects of \$500 million apiece in which the U.S. would normally have 20 percent content. In addition to the potential loss of \$200 million, the U.S. would lose the spare parts and services associated with these 30-40 year projects. [ ] observed that this was happening in a number of other West German as well as with European projects. He offered to provide Commerce with detailed proprietary information on the two new projects under negotiations.

STAT

STAT

The Under Secretary expressed a desire to follow up on Mannesmann's offer to provide detailed and objective information about these developments.